

## Message Text

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PAGE 01   SOFIA 00561 300840Z  
ACTION EUR-12

INFO OCT-01 ISO-00 EB-08 /021 W  
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TO USDOC WASHDC  
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AMEMBASSY BELGRADE  
AMEMBASSY BUCHAREST  
AMEMBASSY VIENNA

UNCLAS SOFIA 0561

USDOC PASS BEWT/TPD/BRADSHAW AND BEWT/TDAD STECHSCHULTE

E.O. 11652: N/A  
TAGS: BEXP BU  
SUBJECT: PETROCHEMICAL PROCESSING TSS

1. TSS GROUP ARRIVED SOFIA TUESDAY, MARCH 21 FOLLOWING REHEARSALS IN VIENNA THE PREVIOUS DAY. ON MARCH 22 THE DAY-LONG SEMINAR OPENED AT HOTEL EVROPA TO AUDIENCE OF 124 PEOPLE. BULGARIAN CO-CHAIRMAN WAS DIMITUR MINCHEV, GENERAL DIRECTOR OF SCIENTIFIC SERVICES AND PERSPECTIVES DEPT OF THE MINISTRY OF CHEMICAL INDUSTRY. AUDIENCE INCLUDED REPRESENTATIVES FROM PLANTS AT BURGAS AND RUSSE, TECHNICAL INSTITUTES AND LABS, AS WELL AS FO AND MINISTRY PERSONNEL. COMPOSITION OF AUDIENCE WAS JUDGED EXCELLENT BY US PARTICIPANTS.

2. ON MARCH 23, MINCHEV ARRANGED THREE HOUR MEETING FOR TSS GROUP WITH BULGARIAN EXPERTS AT THE MINISTRY OF CHEMICAL INDUSTRY DURING WHICH THE BULGARIAN CHEMICAL INDUSTRY'S FUTURE PROSPECTS WERE PRESENTED AND THE US COMPANIES' INTERESTS WERE DISCUSSED. DURING REST OF DAY, TSS REPS HELD INDIVIDUAL MEETINGS WITH BULGARIAN ORGANIZATIONS.

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3. EVENING OF MARCH 23, DCM MAGEE HOSTED RECEPTION FOR TSS GROUP. APPROXIMATELY 10 BULGARIANS FROM THE CHEMICAL MINISTRY ATTENDED.

4. ON MARCH 24, DCM MAGEE, TSS CO-CHAIRMAN MC CURDY, TSS COORDINATOR VERZARIU, AND E/C OFFICER CLARKE HELD UN-EXPECTED MEETING WITH GEORGI PANKOV, MINISTER OF CHEMICAL

INDUSTRY, AT HIS REQUEST, TO DISCUSS ECONOMIC TRENDS IN US CHEMICAL INDUSTRY (SEPAIR). PANKOV BASICALLY WAS INTERESTED IN THREE AREAS: FIRST, HE ASKED HOW THE US CHEMICAL INDUSTRY CONDUCTED FORWARD PLANNING. HE WAS MOST INTERESTED IN REPORTS WHICH INDICATED US INDUSTRY WAS WORKING ON PLANS TO 1990 AND 2000. SECOND, HE WAS INTERESTED IN HOW THE US PLANNED THE TRAINING AND SELECTION OF SCIENTIFIC AND PROFESSIONAL CHEMISTS. HE STATED SEVERAL TIMES THAT BULGARIA IS AWARE THAT THE CHEMICAL INDUSTRY REQUIRES LARGE AMOUNTS OF BASIC RESEARCH IN ORDER TO REMAIN ABREAST OF WORLD-WIDE DEVELOPMENTS. FINALLY, PANKOV CHIDED SOMEWHAT THE US SIDE FOR WHAT HE CALLED AN EVIDENT RELUCTANCE BY AMERICAN FIRMS TO ENTER INTO LONG-TERM COMMERCIAL ARRANGEMENTS, SPECIFICALLY LONG-TERM COMMITMENTS TO PURCHASE BULGARIAN OUTPUT.

5. FOLLOWING THE MEETING WITH PANKOV, THE BULGARIAN SIDE ASKED FOR ASSISTANCE IN EXPANSION OF A PLANT TO PRODUCE POLYSTYRENE LAMINATES AND PROVIDED VERZARIU WITH TECHNICAL DATA ON THE PROJECT.

6. FINAL FIGURES ON BUDGET WILL BE AVAILABLE SHORTLY WHEN BILLS FROM BULGARREKLAMA AND OTHER EXPENSES ARRIVE AT EMBASSY. ANTICIPATED EXPENSES SHOULD FALL WITHIN BUDGET ALLOCATION.

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Sheryl P. Walter  
Declassified/Released  
US Department of State  
EO Systematic Review  
20 Mar 2014  
**Markings:** Sheryl P. Walter Declassified/Released US Department of State EO Systematic Review 20 Mar 2014